

Studies in Machiavellianism

By RICHARD CHRISTIE
FLORENCE L. GEIS

The Structure of Conflict

Edited by PAUL G. SWINGLE



Academic Press
111 FIFTH AVENUE
NEW YORK, N.Y. 10003

BULK RATE
U. S. POSTAGE
PAID
ACADEMIC PRESS, INC.

004894
THEODOR H NELSON
458 W 20TH ST
NEW YORK NY 10011

A Volume of SOCIAL PSYCHOLOGY
A Series of Monographs, Treatises, and Texts
Series Editors: LEON FESTINGER and STANLEY SCHACHTER

Studies in Machiavellianism

By **RICHARD CHRISTIE**

*Department of Psychology
Columbia University
New York, New York*

FLORENCE L. GEIS

*Department of Psychology
University of Delaware
Newark, Delaware*

August 1970, 407 pp., \$12.50

This book describes studies of interpersonal manipulation. The manipulative behaviors are related to responses to a questionnaire based on themes of human nature and interaction as described by Machiavelli. The scales have high internal consistency and successfully predict manipulative behavior in a variety of laboratory situations.

The studies themselves concern the behavior of persons of high and low Machiavellian orientation in a series of experiments involving bargaining behavior, attitude changes, and the influencing of others. Fifty experiments are described and analyzed in terms of the kinds of situations in which manipulation is most effective.

The book also deals with the frequency of the Machiavellian in a cross-sectional sampling of the American adult and college population. Data on other samples of children, various occupational groups, and foreign students are also included. Some other areas touched upon are game theory, psychometrics, person perception, and political ideology and movements.

Psychologists, sociologists, political scientists, and persons involved in management and administration should find this book interesting, valuable, and extremely thought provoking.

CONTENTS:

RICHARD CHRISTIE, Why Machiavelli?

RICHARD CHRISTIE, Scale Construction.

RICHARD CHRISTIE, Relationships between Machiavellianism and Measures of Ability, Opinion, and Personality.

RALPH V. EXLINE, JOHN THIBAUT, CAROLE B. HICKEY, and PETER GUMPERT, Visual Interaction in Relation to Machiavellianism and an Unethical Act.

FLORENCE GEIS, RICHARD CHRISTIE, and CARNOT NELSON, In Search of the Machiavel.

RICHARD CHRISTIE and VIRGINIA BOCHM, Machiavellians Meet Miss Rhinegold.

FLORENCE GEIS, The Con Game.

FLORENCE GEIS, Bargaining Tactics in the Con game.

RICHARD CHRISTIE and FLORENCE GEIS, The Ten Dollar Game.

RICHARD CHRISTIE, KENNETH J. GERGEN, and DAVID MARLOWE, The Penny-Dollar Caper.

FLORENCE GEIS, SIDNEY WEINHEIMER, and DAVID BERGER, Playing Legistature: Cool Heads and Hot Issues.

FLORENCE GEIS and MARGUERITE LEVY, The Eye of the Beholder.

KAREN BOGART, FLORENCE GEIS, MARGUERITE LEVY, and PHILIP ZIMBARDO, No Dissonance for Machiavellians.

JAMES E. DURKIN, Encountering: What Low Machs Do.

FLORENCE GEIS and RICHARD CHRISTIE, Overview of Experimental Research.

RICHARD CHRISTIE, Social Correlates of Machiavellianism.

RICHARD CHRISTIE and FLORENCE GEIS, Implications and Speculations.

Appendix A: RICHARD CHRISTIE and STANLEY LEHMAN, The Structure of Machiavellian Orientations.

Appendix B: JAMES MacPERSON, Annotated Bibliography of Studies Referred to in Table XV-1.

References.

AUTHOR INDEX—SUBJECT INDEX.

A Volume of SOCIAL PSYCHOLOGY

The Structure of Conflict

Edited by **PAUL G. SWINGLE**

*Department of Psychology
McMaster University
Hamilton, Ontario
Canada*

August 1970, 305 pp., \$12.50

Unified by the theme of conflict structure, this volume offers a collection of original, penetrating analyses of several aspects of bargaining behavior. Proceeding from a game theoretical analysis of conflict resolution to an assessment of the effects of power, threat, game structure, and protagonists' personality in interpersonal bargaining, the book concludes with a discussion of the Cuban missile crisis and war gaming.

CONTENTS:

ANATOL RAPOPORT, Conflict Resolution in the Light of Game Theory and Beyond.

OTOMAR J. BARTOS, Determinants and Consequences of Toughness.

BERTRAM H. RAVEN and ARIE W. KRUGLANSKI, Conflict and Power.

CHARLES L. GRUDER, Social Power in Interpersonal Negotiation.

JAMES T. TEDESCHI, Threats and Promises.

KENNETH W. TERHUNE, The Effects of Personality in Cooperation and Conflict.

PAUL G. SWINGLE, Dangerous Games.

IRVING LOUIS HOROWITZ, Deterrence Games: From Academic Casebook to Military Codebook.

AUTHOR INDEX—SUBJECT INDEX.

ORDER FORM

DATE _____

Please enter the following order:

- ☐ **STUDIES IN
MACHIAVELLIANISM**
CHRISTIE/GEIS
\$12.50
- ☐ **THE STRUCTURE
OF CONFLICT**
SWINGLE(Ed.)
\$12.50
- ☐ **PSYCHOLOGICAL
FOUNDATIONS OF
ATTITUDES**
GREENWALD/BROCK/OSTROM (Eds.)
\$12.50
- ☐ **NEGRO AND
WHITE CHILDREN**
A Psychological Study in the Rural South
BAUGHMAN/DAHLSTROM
\$15.00

Professional publications are tax deductible

☐ Check if you are an Academic Press Author

NAME _____
(please sign)

NAME _____
(please print)

AFFILIATION _____

ADDRESS _____

CITY _____ STATE _____ ZIP CODE _____

☐ Remittance enclosed ☐ Please bill

There is no charge for postage and handling on orders accompanied by payment.
Please add 6% Sales Tax for New York City deliveries;
add 3% for other New York State deliveries.

2377-7007

SS/TD

PRINTED IN U.S.A.

ATTN: ORDER DEPT.

Postage will be paid by
BUSINESS REPLY MAIL
NO POSTAGE NECESSARY IF MAILED IN THE UNITED STATES
Academic Press
111 FIFTH AVENUE
NEW YORK, N.Y. 10003
U.S.A.

**FIRST
CLASS**
PERMIT NO. 45419
NEW YORK, N.Y.

A Volume in SOCIAL PSYCHOLOGY
A Series of Monographs, Treatises, and Texts
Senior Editors: LEON FESTINGER and STANLEY SCHACHTER

Psychological Foundations of Attitudes

Edited by **ANTHONY G. GREENWALD**

TIMOTHY C. BROCK

THOMAS M. OSTROM

*All at the Department of Psychology
Ohio State University, Columbus, Ohio*

With a Foreword by **LEON FESTINGER**

1968, 407 pp., \$12.50

In chapters specially prepared for this volume, leading theorists present integrative summaries of their research in the areas of attitude formation and persuasion.

CONTENTS:

Foreword by **LEON FESTINGER**.

Editor's Preface.

INTRODUCTION

THOMAS M. OSTROM, The Emergence of Attitude Theory: 1930-1950.

LEARNING-BEHAVIOR THEORY

CONTRIBUTIONS TO ATTITUDE THEORY

ARTHUR W. STAATS, Social Behaviorism and Human Motivation: Principles of the Attitude-Reinforcer-Discriminative System. **ALBERT J. LOTT** and **BERNICE E. LOTT**, A Learning Theory Approach to Interpersonal Attitudes. **RALPH L. ROSNOW**, A "Spread of Effect" in Attitude Formation. **ROBERT F. WEISS**, An Extension of Hullian Learning Theory to Persuasive Communication. **ANTHONY G. GREENWALD**, Cognitive Learning, Cognitive Response to Persuasion, and Attitude Change. **WILLIAM J. MCGUIRE**, Personality and Attitude Change. An Information-Processing Theory. **DARYL J. BEM**, Attitudes as Self-Descriptions: Another Look at the Attitude-Behavior Link.

COGNITIVE INTEGRATION THEORY

CONTRIBUTIONS TO ATTITUDE THEORY

THOMAS M. OSTROM and **HARRY S. UPSHAW**, Psychological Perspective and Attitude Change. **TIMOTHY C. BROCK**, Implications of Commodity Theory for Value Change. **JACK W. BREHM**, Attitude Change from Threat to Attitudinal Freedom. **REUBEN M. BARON**, Attitude Change Through Discrepant Action: A Functional Analysis. **IRVING L. JANIS** and **LEON MANN**, A Conflict-Theory Approach to Attitude Change and Decision Making.

CONCLUSION

ANTHONY G. GREENWALD, On Defining Attitude and Attitude Theory.

AUTHOR INDEX—SUBJECT INDEX.

Negro and White Children

A Psychological Study in the Rural South

By **E. Earl Baughman/W. Grant Dahlstrom**

*Both at Department of Psychology, University of North Carolina
Chapel Hill, North Carolina*

1968, 572 pp., 96 figures, 88 tables, \$15.00

Winner of the Anisfield-Wolf Award in Race Relations of the Cleveland Foundation

CONTENTS:

SETTING AND METHODS

Life in Millfield

Procedures Used to Study Millfield's Children

INTELLIGENCE AND ACADEMIC ACHIEVEMENT

Ability Differences between Racial, Sex, and Age Groups

Academic Achievement Differences between Racial, Sex, Age, and Ability Groups

The Relationship of Selected Family Variables to Ability and Academic Achievement.

INTELLECTIVE CHANGE

Changes in IQ Among Young Negro Children

Changes in IQ Among White Adolescents

The Effect of Kindergarten Training Upon the Intellectual Functioning of Negro and White Children

A Pilot Project To Accelerate the Intellectual Development of Four-Year-Old Negro and White Children

PERSONAL ATTRIBUTES

Millfield's Teachers View Their Pupils

Eighth-Grade Children as Assessed by the Minnesota Multiphasic Personality Inventory

Fantasy Behavior: Achievement Motivation

Fantasy Behavior: Other Attributes

Correlates of Peer Popularity

PERSONAL PERSPECTIVES

Mothers of Kindergarten-Age Children Report on Their Children, Training Practices, and Families

Eighth-Grade Children Report on Their Worlds

INTEGRATION AND RECOMMENDATIONS

Some Summary Comments and Observations

Narrowing the Gap

REFERENCES

APPENDICES

SUBJECT INDEX.